

## Message Text

UNCLASSIFIED

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60

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /014 W

----- 110095

R 211610Z JUN 74

FM AMEMBASSY MOSCOW

TO USDOC WASHDC

INFO GKEHC/SECSTATE WASHDC 0113

AMEMBASSY VIENNA

UNCLAS MOSCOW 9662

USDOC FOR BEWT/RICE

VIENNA FOR EWTC

E.O. 11652: N/A

TAGS: BEXP, UR, AU

SUBJ: DECEMBER 1974 TANDEM JEEP/CHROMATOGRAPHY AND  
SPECTROSCOPY

REF: A)USDOC 8370; B)USDOC 9203

1. ON BASIS WHAT WE KNOW OF SCHEDULE FOR EVENTS  
IN COMMERCIAL OFFICE, PROPOSED DATES FOR CHROMATOGRAPHY  
AND SPECTROSCOPY JEEP APPEAR FEASIBLE.

2. EXPERIENCE OF SEVERAL U.S. FIRMS INDICATES THAT  
MARKET FOR THESE TYPES OF EQUIPMENT IN USSR IS ATTRACTIVE.  
HOWEVER, ON BASIS INFORMATION AVAILABLE TO EMBASSY, THREE  
U.S. FIRMS, PERKIN-ELMER, VARIAN, AND HEWLETT-PACKARD,  
HAVE VERY STRONG POSITION ON SOVIET MARKET IN THESE PRODUCT  
AREAS. ACCORDINGLY, IT IS DOUBTFUL THAT PROPOSED JEEP  
WOULD BE COMMERCIALY VIABLE UNLESS THESE FIRMS WERE  
INCLUDED. HEWLETT-PACKARD AND VARIAN SCHEDULED  
PARTICIPATE IN FIRST JEEP (INDUSTRIAL PRODUCTION QUALITY  
CONTROLS, JULY 8-12) SCHEDULED FOR COMMERCIAL OFFICE,  
AND VISITING REPRESENTATIVES OF PERKIN-ELMER HAVE  
EXPRESSED STRONG INTEREST IN POSSIBILITY OF BEING  
INCLUDED IN FUTURE EVENTS OF THIS TYPE.  
SUGGEST USDOC CHEC WITH THESE FIRMS TO DETERMINE  
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THEIR INTEREST BEFORE GOING FURTHER WITH PLANNING STOESSEL

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 JUN 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974MOSCOW09662  
**Document Source:** CORE  
**Document Unique ID:** 00  
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**Errors:** N/A  
**Film Number:** D740163-0975  
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**Handling Restrictions:** n/a  
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**Office:** ACTION EUR  
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**Original Handling Restrictions:** n/a  
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**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** A)USDOC 8370; B)USDOC 9203  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** DECEMBER 1974 TANDEM JEEP/CHROMATOGRAPHY AND SPECTROSCOPY  
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